

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Neiman Enterprises, Inc.

Manufacturing-Works

Rounding out Neiman Enterprises, Inc.

Client Profile:

Neiman Enterprises, Inc., originating in Hulett, Wyoming, is a group of family-owned sawmills manufacturing and re-manufacturing ponderosa pine lumber. The company's three production facilities, operating in the Black Hills of Wyoming and South Dakota, produce a variety of primary and secondary wood products, including boards, dimension lumber, decking and wood shavings. The Hulett facility employs 100 people.

Situation:

Neiman Enterprises saw the need to stretch goals on the sales side of the business, but had fallen into comfort levels and traditional techniques and were vastly underutilizing their modernized mills and supply chain sources. The company had utilized the services of Manufacturing-Works, a NIST MEP network affiliate, for automation and environmental opportunities in the past and once again contacted Manufacturing-Works for assistance.

Solution:

Manufacturing-Works initiated a training seminar on Value Added Selling presented by Tom Reilly Training, an affiliate of Manufacturing-Works. The 46 percent increase in sales represented by the first seminar with Tom Reilly resulted in a second tour of the seminar to include the senior team from the other areas of the business including the golf course, restaurant, airport and hospital to increase their sales awareness as well. Currently, Neiman Enterprises is exploring ways to remodel Lean to satisfy the concerns they have in the areas of the business outside the lumber and wood products industry.

Results:

* Increased sales by 46 percent.

Testimonial:

"From the time we used Manufacturing-Works to do an energy assessment and tax abatement audit and through the utilization of environmental professionals they brought to us to have a greener environment that quickly helped the bottom line, we knew we had a winning partner for future growth and success. In the sales arena, once again, Manufacturing-Works brought us the right talent to motivate us to bring the sales side of our businesses in line with progress we had made on many other operational fronts."

Bruce Brown, Chief Financial Officer